Case Study: PowerSecure

Tiffany King, Corporate Fleet Administrator PowerSecure

OVERVIEW

If any company knows the importance of energy efficiency, it's PowerSecure.

A subsidiary of Southern Company, PowerSecure uses WEX Telematics to service dozens of utilities and their large industrial, commercial, institutional and municipal customers nationwide.

The North Carolina-based company works with utilities to design, build and upgrade the nation's electric grid. As a company that provides power solutions to its clients, PowerSecure is "always on."

MAXIMIZING VALUE

PowerSecure was already a **longtime WEX customer,** using our industry-leading fuel cards and WEX ClearView — a web-based data analytics platform that integrates and analyzes fuel purchases to uncover fraud, control spending and identify cost savings — to run its 500-vehicle fleet in 29 states.

From working in those platforms, PowerSecure Corporate Fleet Administrator Tiffany King knew that fuel was eating up 30% of the company's operating budget. "The only reason we know that is because of ClearView," she said.

The more data Tiffany assembled from WEX, **the smarter her decisions became,** and the more the company's operations improved.

So when she wanted to look deeper into maximizing fleet efficiency, she started installing telematics units.

LOCATION, BEHAVIOR AND MORE

With a large, diverse fleet of pickups, bucket trucks and heavy machinery, PowerSecure had unique needs for fleet monitoring.
(continued)

> "It's one vendor. If I can't get what I need, it's one phone call to the support team. If they don't know the answer, they can find it. At the end of the day, we're a team."
>
> *— Tiffany King*
> *Corporate Fleet Administrator*
> *PowerSecure, a division of*
> *Southern Company*
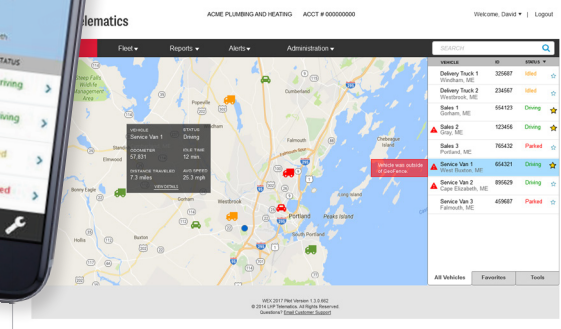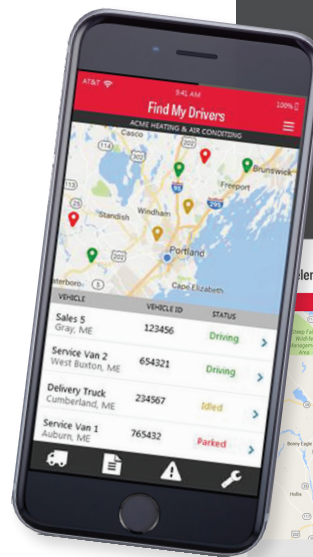
To learn more about WEX Telematics, please visit wextelematics.com

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PowerSecure **chose WEX Telematics** as its single-source provider because it helped Tiffany perform a range of vital tasks for a wide array of vehicles on one platform.

In particular, Tiffany said she finds the **per-mile tracking feature** "very useful."

"I can track three criteria for vehicle maintenance: 3,000 miles, 300 dollars or three months, whichever comes first, and they can be set up for our vendors as well."

That leads to **increased service productivity.**

WEX Telematics customers such as PowerSecure average at least one additional work order completed per day, per employee, a 32% increase in fleet utilization, a 13% decrease in overtime pay, a 15% reduction in average travel time per job and a 24% decrease in service response times.

In a typical 50-vehicle fleet, being able to complete just one additional job per week, per vehicle, can result in a revenue increase of $10,750 per month.

At PowerSecure's scale, that's more than $1.1 million per year.

TELEMATICS TEAMMATES

There are dozens of telematics providers out there.

But with WEX Telematics integrated with their WEX fuel cards and ClearView, no other provider offered PowerSecure the combination of technology, customer service, seamless data integration and decades of experience in fleet optimization that **made it easy** for Tiffany to manage her fleet.

"It's one vendor," Tiffany said. "If I can't get what I need, it's one phone call to the support team. If they don't know the answer, they find it. At the end of the day, we're a team."

"WEX makes my life much easier," Tiffany said. "It's awesome."

PowerSecure

Headquarters: Wake Forest, NC
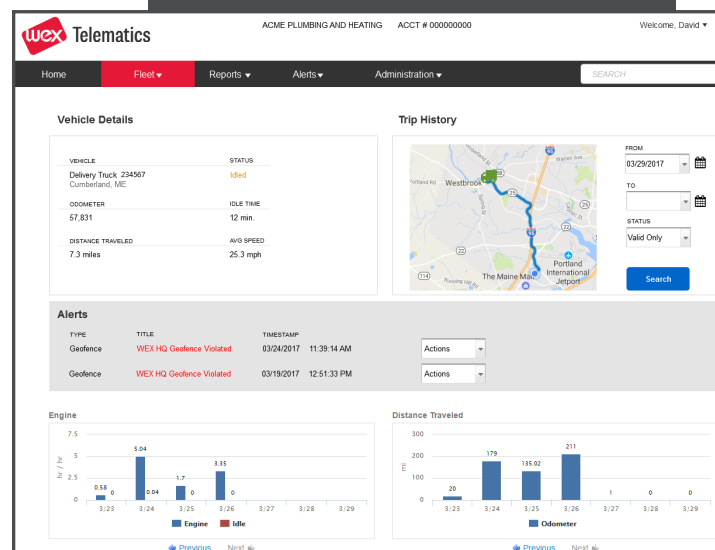
Founded: 1991

Subsidiaries:
Southern Flow Companies, Inc.
PowerSecure, Inc.

Parent organization:
Southern Company

Fleet size: 500 vehicles

Footprint: 29 states